



LOGISTICS

Table of Contents *(scroll or use links below to navigate document)*

Job Overview	Trends
Typical Tasks	Training
Skills, Knowledge, and Abilities	Where Do I Find the Job?
Work Environment	Where Can the Job Lead?
Job Outlook and Wages	Other Sources

Job Overview

Every single cog in the multitude of meshing gears that make up the logistical process is important. However, the managers, planners, and analysts who direct the process itself are essential for the successful and efficient delivery of goods and services. These logistics professionals are known collectively as Logisticians.

Logisticians are involved in many aspects of the supply and delivery chain and are known as Logistics Analysts, Logistics Consultants, and Logistics Managers.

Logistics Analysts are also known as Transportation Analysts and Supply Chain Analysts. They employ analytical methods and quantify data in order to make logistics processes comprehensible and predictable with the goal of improving those processes. They collect data and are responsible for performance analysis. They identify systemic problems and make recommendations to management. A Transportation Analyst's duties revolve around a specific logistics activity. A Supply Chain Analyst's duties encompass a broad range of activities.

Logistics Consultants work with clients to improve logistics performance via strategic planning and the retooling and reworking of logistics processes. They can also be involved in implementing information technology for their employer. They develop and oversee a variety of projects, including effective use of global supply chain resources, the selection and development of software, strategic sourcing, and the design of logistics networks.

Logistics Managers have wide-ranging functions. They manage warehouse and distribution operations, the forecasting of supply needs and expenses, planning, logistics systems, customer services, the purchase of material, and the contracting of services. They oversee logistics personnel. They direct daily operations. They systematize and facilitate third-party relationships with logistics suppliers and other key movers of the supply chain.

Typical Tasks

- ➔ Develop and implement technical project management tools such as plans, schedules, and responsibility and compliance matrices.
- ➔ Develop proposals that include documentation for estimates.
- ➔ Direct and support the compilation and analysis of technical source data necessary for product development.
- ➔ Direct availability and allocation of materials, supplies, and finished products.

Logisticians

- Direct team activities, establishing task priorities, scheduling and tracking work assignments, providing guidance, and ensuring the availability of resources.
- Manage the logistical aspects of product life cycles, including coordination or provisioning of samples, and the minimization of obsolescence.
- Participate in assessment and review of design alternatives and design change proposal impacts.
- Perform system life-cycle cost analysis, and develop component studies.
- Plan, organize, and execute logistics support activities such as maintenance planning, repair analysis, and test equipment recommendations.
- Provide project management services, including the provision and analysis of technical data.
- Redesign the movement of goods in order to maximize value and minimize costs.
- Report project plans, progress, and results.
- Stay informed of logistics technology advances, and apply appropriate technology in order to improve logistics processes.
- Collaborate with other departments as necessary to meet customer requirements, take advantage of sales opportunities or, in the case of shortages, minimize negative impacts on a business.
- Develop an understanding of customers' needs, and take actions to ensure that such needs are met.
- Explain proposed solutions to customers, management, or other interested parties through written proposals and oral presentations.
- Set up training requirements for staff, developing course work, scheduling courses, and delivering course materials.

*Detailed descriptions of these occupations may be found in the Occupational Information Network (O*NET) at online.onetcenter.org.*

Important Skills, Knowledge, and Abilities

- Critical Thinking — Using logic and reasoning to identify the strengths and weaknesses of alternative solutions, conclusions or approaches to problems.
- Judgment and Decision Making — Considering the relative costs and benefits of potential actions to choose the most appropriate one.
- Systems Analysis — Determining how a system should work and how changes in conditions, operations, and the environment will affect outcomes.
- Complex Problem Solving — Identifying complex problems and reviewing related information to develop and evaluate options and implement solutions.
- Time Management — Managing one's own time and the time of others.
- Management of Personnel Resources — Motivating, developing, and directing people as they work, identifying the best people for the job.
- Speaking — Talking to others to convey information effectively.
- Writing — Communicating effectively in writing as appropriate for the needs of the audience.
- Programming — Writing computer programs for various purposes.
- Mathematics — Using mathematics to solve problems.
- Logistics and Production Planning — Knowledge of the concepts involved in supply-chain theory ("just-in-time," materials requirement planning, etc.) and their applications.

- Statistics — Knowledge of the science (and art) of using arithmetic and probability theory to work out how likely an association between sets of measurements or between sets of observations is to have happened by chance alone.
- Managing Coworkers — Ability to manage, lead, and instruct people.
- Prioritization — Ability to establish a hierarchy of importance to a number of tasks or needs and to organize work accordingly.
- Adaptability — Ability to react to change in an efficient manner.
- Coolness Under Fire — Ability to work under pressure.

Important personal characteristics: This job will appeal to those who are detail-oriented, well organized, self-directed, self-confident, inquisitive, investigative, creative, and persuasive.

Work Environment

Whether a Logistician works for a manufacturer, a retailer, a carrier of goods, or a third-party logistics firm, it is a fairly safe wager that the physical work environment will be pleasant and comfortable, temperature-controlled, and well lit.

However, the demands of the job are considerable. Millions of dollars worth of goods are put into motion or put into storage at the direction of the Logistician. Missteps and miscalculations can lead to a loss of a quantity of money that could imperil the operations and the very existence of a firm. The demands put on a Logistician can cause high levels of stress.

Some work a 40-hour week, but the job may involve long and irregular hours, depending on deadline urgencies and unexpected contingencies. Logisticians may travel a considerable amount of the time, often to foreign countries, including Third World countries. They may be away from home for weeks or months at a time when negotiating contracts, servicing clients, consulting, or attending conferences or trainings.

This is typically a management-level set of occupations. As such, unionization is uncommon. There are, however, a number of professional associations with which a Logistician can seek membership, such as the Association for Operations Management, the Council of Supply Chain Management Professionals, the Chartered Institute of Logistics and Transport, the International Warehouse Logistics Association, and the Supply Chain Execution Systems & Technologies Group.

California's Job Outlook and Wages

The California Outlook and Wage table below represents the occupation across all industries.

Standard Occupational Classification	Estimated Number of Workers 2004	Estimated Number of Workers 2014	Average Annual Openings	2006 Wage Range (per hour)
Logisticians				
13-1081	6,700	7,600	200	\$25.35 to \$38.56

Wages do not reflect self-employment.

Average annual openings include new jobs plus net replacements.

Source: www.labormarketinfo.edd.ca.gov, Employment Projections by Occupation and OES Employment & Wages by Occupation, Labor Market Information Division, Employment Development Department.

Logisticians

Trends

Logisticians comprise a relatively small occupational group in California. More than half of the expected job openings during the ten-year projections period will result from replacing workers who quit, retire, or leave the occupation for other reasons. The projected job growth rate for Logisticians will be below the average rate of growth compared with all occupations in California.

Training/Requirements/Apprenticeships

It is possible to start on a career path toward becoming a Logistician with only a high school diploma. This assumes that one is already working at a low-level, logistics-related job and has an employer willing to offer the time and pay the tuition necessary to take logistics-related college courses.

While there are no degrees currently offered specifically for logistics, there are business degrees that would address the different functions of logistics, such as Transportation Management, Procurement Management, Supply Chain Management, and Strategic Planning. Many colleges affiliated with U.S. military programs are directly related to logistics. Embry-Riddle, Wright State University, and Chapman University are a few such colleges.

In order to be competent, a Logistician must have cross-functional skills. A broad education is needed that encompasses all facets of managing a business and that sharpens, enhances, and formalizes analytical, quantitative, investigative, and communication skills.

College courses in operations, marketing, statistics, quantitative analysis, finance, and accounting are suggested for success in this occupation, as well as logistics theory, computer programming, logic, communications, and technical writing. International business and humanities courses are also useful.

Experience is also an important factor in obtaining a Logistics management position. Employers seek candidates who have participated in internship or co-op programs (available through university business curricula). Employers also prize related paid work experience.

Recommended High School Course Work

Those interested in this occupation should take college preparation courses in high school. This typically includes four years of English, three years of math, three years of social studies, and two years of science. Some colleges also require two years of a second language, which would be useful due to the international scope of the logistics profession.

Below is a list of high school courses that are helpful to prepare for this occupation. While not all are necessary, they should be considered. Some of these courses are also available at technical schools.

- | | |
|------------|-----------------------------|
| ➡ Algebra | ➡ Computer Technology |
| ➡ Business | ➡ English and Language Arts |
| ➡ Calculus | ➡ Mathematics |

Where Do I Find the Job?

Direct application to employers is a job search option for Logisticians. Use the *Search for Employers by Industry* feature on the Career Center page at www.labormarketinfo.edd.ca.gov to locate employers in your area. Search under the following industry names to get a list of private firms and their addresses:

- Aircraft Engine and Engine Parts
- Aircraft Manufacturing
- Automatic Environmental Control Mfg.
- Bare Printed Circuit Board Manufacturing
- Marketing Consulting Services
- Offices of Bank Holding Companies
- Offices of Other Holding Companies
- Other Aircraft Parts and Equipment
- Other Electronic Component Manufacturing
- Other Management Consulting Services
- Other Measuring and Controlling Devices
- Process & Logistics Consulting Services
- Search, Detection & Navigation Instrument
- Semiconductor and Related Devices

A good source for job information on Logisticians is the National Association of Colleges and Employers (NACE), which publishes a number of resources on careers and employment. The NACE Web site can be found at www.naceweb.org.

There are a number of ways to find government jobs. Local government entities usually have Web sites that list job openings. Jobs in California state government can be found at www.spb.ca.gov.

Where Can the Job Lead?

The logistics occupations discussed here can lead to a number of mid- and executive-level management positions, such as International Logistics Managers, Inventory Control Managers, Transportation Managers, Warehouse Operations Managers, Directors of Logistics, and Vice Presidents of Logistics.

Related Occupations

Business Operations Specialists, All Other
Computer and Information Systems Managers
Computer Software Engineers, Systems Software (see *Manufacturing Careers*)
Computer Systems Analysts (see *Occupational Guide No. 541*)
General and Operations Managers
Management Analysts
Market Research Analysts
Marketing Managers
Operations Research Analysts

Logisticians

Other Sources

Association for Operations Management
www.apics.org

Council of Supply Chain Management Professionals
www.cscmp.org

International Warehouse Logistics Association
www.iwla.com

Material Handling Industry of America (MHIA)
www.mhia.org

The Chartered Institute of Logistics and Transport (UK)
www.ciltuk.org.uk

The International Society of Logistics
www.sole.org